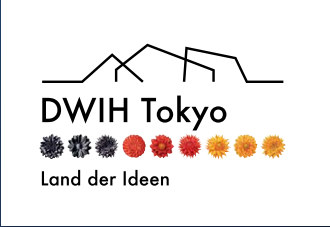


TECH BIZ KON 8

DEC 4TH
2024
TOKYO
JAPAN



H A R V E
S T I N G
I N N O V
A T I O N



German Centre for Research and Innovation Tokyo

(DWIH Tokyo)



Meet stakeholders from academia & industry and stay up to date about recent policy trends in science & innovation!

DWIH Tokyo is a platform for German universities, research institutions and research-based companies in Japan. With its unique network of German organizations from science, research and innovation, it holds numerous events throughout the year, connecting stakeholders from Japan and Germany.

Interested in learning more? Register here for our newsletter: www.dwih-tokyo.org/newsletter

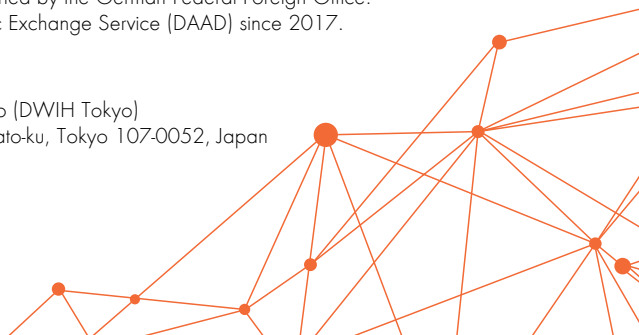


DWIH Tokyo is part of a global network of five German Centres for Research and Innovation. Since its establishment in 2010, it has been supported by the German Federal Foreign Office. It has been coordinated by the German Academic Exchange Service (DAAD) since 2017.

Contact:

German Centre for Research and Innovation Tokyo (DWIH Tokyo)
German Culture Center 4F, 7-5-56 Akasaka, Minato-ku, Tokyo 107-0052, Japan
info@dwih-tokyo.org

LinkedIn: DWIH Tokyo
X: @DWIH_Tokyo



Dec.4th,2024, 3:30pm-9:30pm
// Tokyo Innovation Base
// SusHi Tech Square //
Chiyoda Ku // & online

**1:00 PM
- 3:00 PM**
ONSITE B2B-MEETINGS
ask infodesk at the
exhibition area for
open slots or book
via B2Match
-> p. 9

TechBIZKON VIII
Connecting
Startups,
Corporates & VCs



EVENT AGENDA

Hosted by **YUICHI
TERADA JAPAN** //
PDIE Group, Partner
// Hiyoura Lab,
Founder & President



- 1:00 PM 1:1 Meetings**
Meet the participating startups for your 30min exclusive business meeting - Onsite at TIB Tokyo Innovation Base.
- 3:30 PM Opening Remarks / Greetings by Organizers**
- 3:40 PM Panel Discussion**
EUROPE'S & JAPAN'S LATEST TRENDS IN AGRI-TECH AND FOODTECH
Industry representatives from all four participating countries (Austria, Belgium, Germany and Japan) will talk about current technology trends in AgriTech and FoodTech in Japan and Europe.

4:30 PM STARTUP PITCHING I

5:05 PM Coffee Break

5:25 PM STARTUP PITCHING II

6:15 PM Coffee Break

6:25 PM Award Ceremony for Pitching Contest

AFTER THE AWARD CEREMONY, we will switch location to the Belgian Embassy. All guests and participants are invited to the networking dinner.

Embassy of the Kingdom of Belgium
5-4 Nibancho, Chiyoda-ku, Tokyo

7:20 PM Networking Dinner & Individual Talks with Startups

9:30 PM Closing

4:00 PM 1:1 Meetings





B2Match – PreEvent Meetings Online on Nov. 25th & 29th and Dec. 5th & 9th
 Online registration link: <https://techbizkon-2024.b2match.io/>
 Details and guidance for registration on page 9 in this booklet



THE STARTUPS



AgriTech

PITCHING

- 12 **VERTUS ENERGY** AUSTRIA
- 14 **B-COS** FLANDERS
- 15 **LANDMAN.BIO** FLANDERS
- 16 **SPECTRICITY** FLANDERS
- 17 **E-TERRY** GERMANY
- 18 **SEEDALIVE** GERMANY
- 20 **EF POLYMER** JAPAN
- 21 **KISUI TECH** JAPAN
- 22 **QUANTUM** JAPAN

EXHIBITING

- 24 **AI-WEEDER** AUSTRIA
- 25 **CYNIO** GERMANY
- 26 **ENDOPHYTE** JAPAN
- 26 **FLOATMEAL** JAPAN
- 27 **LOGOMIX** JAPAN



FoodTech

PITCHING

- 10 **ALL BUT SUGAR** AUSTRIA
- 11 **FERMIFY** AUSTRIA
- 19 **WUNDERFISH** GERMANY

EXHIBITING

- 24 **FREUNDESKREIS** AUSTRIA
- 24 **BIOCRAFT PET NUTRITION** AUSTRIA
- 25 **FORMO BIO** GERMANY
- 25 **INFINITE ROOTS** GERMANY
- 27 **WAKU** JAPAN
- 27 **SUPER GARDEN** LITHUANIA



PITCH SCHEDULE

4:30 PM STARTUP PITCHING I

- 4:30 PM **ALL BUT SUGAR** AUSTRIA
- 4:37 PM **B-COS** FLANDERS
- 4:44 PM **EF POLYMER** JAPAN
- 4:51 PM **E-TERRY** GERMANY
- 4:58 PM **FERMIFY** AUSTRIA

5:25 PM STARTUP PITCHING II

- 5:25 PM **KISUI TECH** JAPAN
- 5:32 PM **LANDMAN.BIO** FLANDERS
- 5:46 PM **SEEDALIVE** GERMANY
- 5:53 PM **SPECTRICITY** FLANDERS
- 6:00 PM **VERTUS ENERGY** AUSTRIA
- 6:07 PM **WUNDERFISH** GERMANY

Every attendee is invited to vote for his favorite startup, please just follow this QR to slido



CONTENT

3 **EVENT AGENDA**
7 **PANEL DISCUSSION**

9 **B2MATCH HOW TO USE**
OUR ONLINE PLATFORM

10 **PITCHING**
STARTUPS

23 **EXHIBITING**
STARTUPS

28 **TECHBIZKON**
HISTORY

31 **ORGANIZERS**
32 **PARTNERS**

ORGANIZED BY





Flanders
State of the Art

Venture into **Flanders**, your MFN for **startup success**

Offering the perfect runway from ideation to big returns

€ 54 B
combined enterprise value
Increase of **31.7%**
(compared to the year before)

2360+ startups

340+ spinouts
(from universities in Flanders)

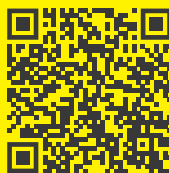
€ 8.8B
combined enterprise value



€ 672M VC investment
projected in 2024

266 unique investors

€ 1.1B new VC funds
(since 2022)



startupflanders.com



Also streamed online:
Find further information about our
panelists under "Event Agenda" after
logging into our B2Match-site

**A G R I
T E C H
F O O D
T E C H**

Panel Discussion

// TECHBIZKON VIII // HARVESTING INNOVATION // THE PANEL DISCUSSION

Industry representatives from all four participating countries
(Austria, Belgium, Germany & Japan) discuss current technology
trends in AgriTech and FoodTech in Japan and Europe.

Panel Discussion
Dec. 4TH, 3:40 PM – 4:30 PM Japan Standard Time

**Europe's & Japan's latest trends
in AgriTech and FoodTech**

Hosted by
ANDY KONDO
JAPAN //
Crossbie Japan //
Founder & COO



ADRIAN VERVERIDIS
AUSTRIA // Waterdrop
// Managing Director Japan
// onsite



VEERLE DE GRAEF
FLANDERS // Flanders' FOOD
// Program manager & estab-
lished office of the SS4AF S3
partnership // onsite



CHRISTOPHER ARMSTRONG
GERMANY // DLG German
Agricultural Society //
Project Manager International
Exhibitions // onsite



TAD YOSHIOKA
JAPAN // Plug and Play Japan,
world's leading accelerator &
venture capital // Director
// onsite





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Austria – Your gateway to Europe

Austrian technologies and startups are accelerating progress in the laboratory and on the market. The food and beverage sector in Austria is a growing industry which still has a lot of room for **food innovations and technological trends**.

Alongside the many different types of **funding possibilities and support networks**, Austria is an ideal business location to set up food startups.

Moreover, Austria is a **centrally located EU member state with high purchasing power** and also serves as an ideal test market for the entire Central European region.

Austria's national investment promotion agency ABA is happy to support you in establishing business operations in Austria – cost-free and confidential!
 Contact: Matthias Adelwoehrer, Director Asia, INVEST in AUSTRIA
 m.adelwoehrer@aba.gv.at | www.investinaustria.at

Breeding ground for successful food tech startups

Food Tech is a strong trend and is considered to be a very promising future-oriented sector in which many Austrian and international startups already operate successfully. Some examples are:

- **Revo Foods**
The Austrian startup focuses on the production of plant-based fish alternatives using 3D printing.
- **Waterdrop**
The microdrinks of this Viennese startup are revolutionising the beverage market.
- **LVIN farms**
The Vienna-based startup is considered to be a pioneer in breeding insects as an alternative source of protein.

ABA INVEST WORK FILM
 Your easy access to Austria

B2MATCH

How to use our matchmaking & online platform to meet startups and other participants and view all pitching / panel sessions live

01 Online registration

REGISTRATION

- Use QR- code on this page down right or visit <https://techbizkon-2024.b2match.io/>
- Register via the green button "Register now".
- Add contact and organisation details as requested.
- Compose your personal event schedule by adding sessions of your choice.
- Please choose at least one networking session. When you receive a meeting request, you can still decide to decline.

02 Make yourself visible through an outstanding business profile

COMPANY PROFILE // MARKET PLACE

- Explain the product/expertise you are offering or looking for.
- High-quality profiles are visited 50 to 100 times before, during and even after the event.
- A meaningful profile will generate significantly more meeting requests

03 How to manage bilateral meetings?

BOOKING MEETINGS

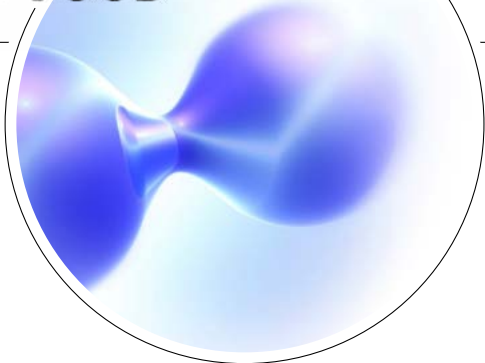
- Browse the list of attendees or check the marketplace profiles.
- Use the optional filters to easily find the ones aligned with your goals.
- Send meeting requests to those companies or persons you want to meet.
- Adding a short reason why you are interested in a meeting will increase the acceptance.
- Meeting requests must be confirmed by the recipients to be scheduled.
- Check every incoming meeting request and accept or refuse if not appropriate.
- It is a matter of politeness to let the requester know if you are interested in a meeting or not.

DURING THE EVENT

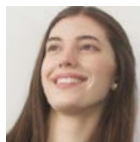
- Re-check your meeting schedule on the platform. Last-minute-changes can always occur.
- RESPECT the other participants' time and show up to all your meetings.
- If an unforeseen circumstance arises and you will not attend a meeting, please cancel your meetings through the platform. This way, the other participant will be notified.

In addition to pre-scheduled meetings, you can engage with the startups from Austria, Belgium, Germany and Japan during the coffee breaks and the networking reception.





LISA DENISE REISS // CEO



COMPANY

All But Sugar GmbH

WEBSITE

www.smilingfood.at

SPEAKER

Lisa Denise Reiss // CEO

DATE OF INCORP.

06/2024

SECTOR

FoodTech // BioTech

CONTACT

e lisa@smilingfood.at

STAGE

Pre-Seed

WANTED

Investors // Venture Capitalists // Business Angels // Collaboration Partners // Business Partners

CURRENT TARGET RAISE
EUR 1.2 Mio.

PRODUCT/SERVICE

SMILING FOOD DEVELOPS THE FIRST MODULAR SYSTEM FOR SUGAR ALTERNATIVES.

They replicate the properties of sugar 1:1 in large use cases without artificial sweeteners, sugar and side effects. Their scalable formulations are also anti-cariogenic, diabetic-friendly, high in fiber, have 50% fewer calories and are identical to house-hold sugar in terms of techno-functionality, sensory properties and volume. Their alternatives can be processed industrially in the same way as sugar.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Until now, the approach has been to use a single sugar substitute that needs to work in every application. However sugar, as a molecule, performs differently in each matrix due to its various functions. Therefore a single substitute cannot fully replace sugar and always comes with side effects. Smiling Food overcomes these issues with no aftertaste or diarrhea, being tailored to application without any side effects on health, without sugar and artificial sweeteners.

PERFORMANCE &

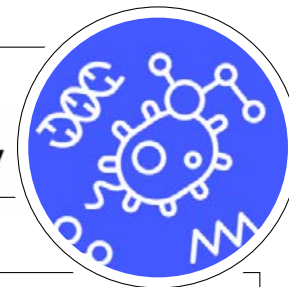
TRACTION

- Won several national and international competitions with their sugar alternative plugins.
- Gained a significant amount of public grants and could validate their sugar alternative plugins on industrial scale at the Fraunhofer Institution in Munich.
- Smiling Food are currently preparing for their pilot projects with relevant corporates to optimize their products on taste, technofunctionality and nutritional value.



EVA SOMMER // CEO

fermify



COMPANY

Fermify GmbH

SPEAKER

Eva Sommer // CEO

SECTOR

BioTech // FoodTech

WEBSITE

www.fermify.org

CONTACT

e eva@fermify.org

DATE OF INCORPORATION

11/2021

STAGE

Seed

WANTED

Investors // Corporates // Investors / Venture Capitalists // Potential Customers // Collaboration Partners (e.g. Joint Venture) // Business Partners/Clients (e.g. Distributors, Manufacturers) // Public Institutions

CURRENT TARGET RAISE

In consultation with startup

PRODUCT/SERVICE

FERMIFY DEVELOPS A FULLY AUTOMATED, AI-POWERED CONTINUOUS PRECISION FERMENTATION PLATFORM FOR THE PRODUCTION OF CASEIN.

They provide a sustainable solution for the large-scale production of animal-free proteins for cheese alternatives that mimics the taste, texture, and meltability of traditional dairy cheese. Their vision is to become a leading provider of a B2B platform to produce sustainable food proteins through precision fermentation, making them universally accessible.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Fermify has developed a holistic B2B platform enabling continuous precision fermentation for scalable, cost-effective β -casein production. Their optimized technology produces casein at 40% lower cost than milk-derived versions. By integrating proprietary advances in microbial strain development, bio-process engineering, digitalization, and food science, Fermify offers a fully automated system that creates casein identical to cow casein, providing a sustainable alternative for the dairy industry.

PERFORMANCE &

TRACTION

- In 3 years, they have built an interdisciplinary and experienced leadership team supported by 25 top-tier scientists and engineers with expertise in continuous bioprocess engineering, molecular biology, process digitalization, and food science.
- Raised EUR 8.5 Mio. in two financial rounds and entered a strategic partnership with CREMER and Interfood Group.
- Successfully demonstrated pilot scale production of our flagship protein, β -casein, in a continuous mode in a 100L automated bioreactor.



⁴ **Vertus energy.** 16g/mol



BENJAMIN HOWARD // COO



COMPANY

Vertus Energy AG

SPEAKER

Benjamin Howard // COO

SECTOR

AgriTech

DATE OF INCORPORATION

01/2023

WEBSITE

www.vertusenergy.com

CONTACT

✉ benjamin@vertusenergy.com

STAGE

Seed

WANTED

Potential Customers // Collaboration Partners (e.g. Joint Venture) // Business Partners/Clients (e.g. Distributors, Manufacturers) // investors // Corporates // Investors / Venture Capitalists

CRNT. TRGT. RAISE

Currently not raising

PRODUCT/SERVICE

DELIVERY ENERGY JUSTICES FOR ALL WITH ADVANCED CONTROL OF ANAEROBIC BACTERIA. Vertus Energy flagship product, BRIO, easily connects to existing and new Anaerobic Digesters (AD) to generate up to 60% more energy - 3 times faster than is currently possible from traditional AD. BRIO modulates the bacteria behaviour with minor electrical stimulation from BRIO hardware that is controlled by algorithms that use real time data collected directly from the waste in the AD tank.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

AD is currently an open control loop with limited opportunity for improvement. BRIO closes the control loop with an actuator, sensing and algorithmic control to modulate the bacteria behaviour in any waste within the AD tank to increase the methane production rate (MPR). BRIO opens new methane production pathways that currently aren't possible in normal AD. All this provides the platform to potentially achieve 100% methane yield. They are significantly further advanced in scale, technology sophistication and performance.

PERFORMANCE & TRACTION

- 2 industrial pilot plants; 1 on a customer facility to be co-funded.
- MoU with a leading biomethane producer, Verdalia BioEnergy. To co-fund a pilot, a demo plant and sign an agreement for early rights to 25 BRIO systems, generating + EUR 416mn.
- MoU with Biothane Veolia to test wastewater sludge with a potential deal value of over EUR 500mn.



The **Global Incubator Network Austria (GIN)** is the **connecting link between Austrian and international startups**, investors, incubators and accelerators with a special focus on selected hotspots in Asia (Mainland China, Hong Kong, Singapore, Japan, South Korea and Israel). **GIN enables the internationalization of startups** by building networks, providing know-how, and connecting them with relevant players of global startup hotspots.

GIN CONNECTS | OUR SERVICES

GIN FOR AUSTRIAN STARTUPS:

With GO ASIA we bring Austrian startups to the world's most innovative startup hubs, help them to build networks with international strategic partners and provide them with essential know-how in terms of market entry and global expansion – strategically and financially.

GIN FOR INVESTORS:

We offer investors the internationalization of existing investments, access to international startups and new investments as well as networks with private and public co-investors.

GIN FOR INCUBATORS:

Accelerators can benefit from hosting our most promising pre-selected Austrian startups and facilitate the internationalization efforts of their startups via our GO AUSTRIA program or through one of our GIN partner incubator or accelerator.

GIN FOR ASIAN STARTUPS:

With GO AUSTRIA we support Asian startups that want to internationalize and seek to further develop their business activities in the EU-market via Austria. A hand-selected mentor supports the startup in order to find the right collaboration partners (corporates, investors, ...) and to receive valuable market insights.



BE PART OF THE GIN NETWORK

GIN is owned by the Austrian Federal Government and managed by the public agencies AWS (public promotional bank) and FFG (research promotion agency).

**Enterprise Europe Network (EEN)
Gateway between Europe and Japan**



The world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions. Active in more than 60 countries worldwide including Japan.



Find

- Partners for developing sales channels in Europe
- Innovative European products or technologies to boost your business development
- Partners for joint research and development
- Information on European companies and research organisations



More details:
<https://www.eu-japan.eu/een>





CHIARA GUIDI // CEO

COMPANY B-COS	SECTOR Biotech // AgTech	WEBSITE www.b-cos.eu
SPEAKER Chiara Guidi // CEO	DATE OF INCORPORATION Goal: 06/2025	CONTACT e chiara.guidi@b-cos.eu

STAGE
Pre-seed. Seed funding round aimed at Q2 2025

WANTED B-COS is searching for €3M in seed funding (Q2 2025) to reach 3 milestones:

- M1: Scale our process to 1500L fermentation runs and generate specific & pure COS-product.
- M2: Conduct first field trials to test product in relevant agricultural conditions and assess safety & application conditions/parameters.
- M3: File REACH application to register product as biostimulant.

CURRENT TARGET RAISE
487 522 500 JPY
EUR 3M to raise by Q2 of 2025

PRODUCT/SERVICE
B-COS' PRODUCT INNOVATION WILL ACCELERATE THE PATH TOWARDS CUSTOMIZED AGRICULTURE which is efficient, reliable & cost-effective. We developed a patented fermentation platform for the production of high-value chitooligosaccharides (COS). We identified and produced highly specific COS-molecules which can be applied as crop protection agents (first proof of concept for tomatoes) & biostimulants (drought stress), applied as seed or foliar treatment.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

A broad but specific COS-portfolio is produced via fermentation. Competitors cannot produce COS that are cost-effective & in sufficient amounts (mg compared to kg for B-COS). These technologies are based on chemical/enzymatic chitin degradation from the exoskeletons of crustacea/insects yielding complex mixtures with batch variability.

PERFORMANCE & TRACTION

- Upscaling: 150L fermentation runs with titer of 10 g/L.
- Approved patent, several patents pending.
- First proof of concept for fungal diseases on tomato plants & drought stress.
- Secured non-dilutive funding via UGent to (i) set-up seed coating formulation, (ii) set-up regulatory roadmap & (iii) conduct a first greenhouse field trial.



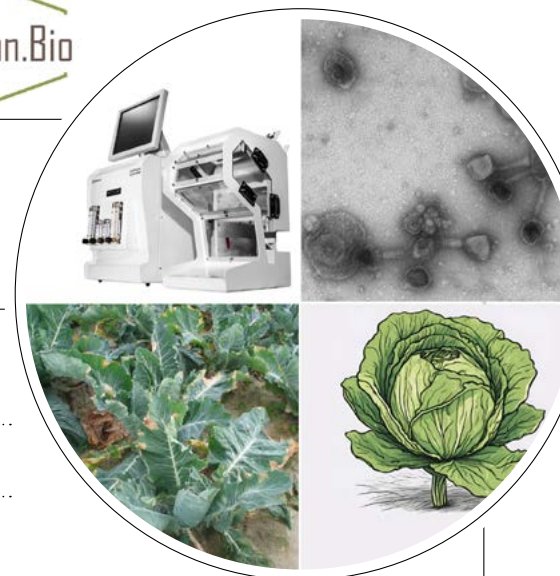
OLIVER THIMM // CEO



COMPANY Landman.Bio	SECTOR CBiological crop protection
SPEAKER Oliver Thimm // CEO	WEBSITE ---
DATE OF INCORP. in process of spinning out	CONTACT e Lumina.innovation.consulting@gmail.com

STAGE
Prototype system tested in intended environment close to expected performance

CURRENT TARGET RAISE
313.000.000 JPY for yr1 of a total of 1.500.000.000 for 4 yrs in milestone based slices



WANTED
Landman.Bio has just started fundraising and is therefore reaching out to investors and potential future customers optional co-development

PRODUCT/SERVICE
BACTERIOPHAGES ARE NATURAL VIRUSES OF BACTERIA. When taken out of their natural context, they can be used as antibacterial agents. Within Landman.Bio, we exploit plant pathogen specific bacteriophages as biocontrol agents to treat most important bacterial crop diseases

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

With Landman.Bio we build one of its kind platform to identify and produce phage combinations for relevant disease x crop combinations. The final product will be a ready to use phage cocktail produced inhouse at small-mid scale or at large scale at contract manufacturers

PERFORMANCE & TRACTION

Our first two products have shown reliably efficacy of about 80% reduction of symptoms in greenhouse tomato against rhizogenic Agrobacterium (2 yrs) and in white cabbage against black rot in the field (1 yr 3 trials).



HENRIK
ANDERSEN // CMO



COMPANY Spectricity	DATE OF INCORPORATION 10/2018	TEAM <ul style="list-style-type: none"> ▶ Glenn Vandevoorde // CEO ▶ Henrik Andersen // CMO
SECTOR Spectral image sensor supplier	WEBSITE https://spectricity.com	CONTACT e info@spectricity.com

STAGE Round B+	WANTED Spectricity is looking for investment partners to fund the mass production of our multispectral imaging solutions and development of next generation imaging solutions.
CURRENT TARGET RAISE 16 M USD	

PRODUCT/SERVICE
FOUNDED IN 2018 AS A SPIN-OFF FROM IMEC and headquartered in Belgium, Spectricity is a fabless semiconductor company specializing in the development and manufacturing of spectral sensing solutions. Spectricity is a leading supplier in multi-spectral imaging sensors and camera modules with a focus on small form factor and mobile device integration. Driven by a deep patent portfolio and a commitment to innovation, Spectricity's mission is to enable massive adoption of spectral imaging.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

Our technology and the products powered by it are the fruit of more than 15 years of research and development. Spectricity's IP is protected by a large and comprehensive collection of US and International patents. The technology it provides:

- ▶ 2x Higher color reconstruction accuracy
- ▶ 3x better spectral accuracy
- ▶ Lower cost
- ▶ Smaller formfactor

PERFORMANCE & TRACTION

We are currently being evaluated by all smart phone makers in the world for implementation in next generation smart phones. The non-smartphone market is adopting our technology in solutions for skin care, agricultural monitoring, and home appliances.



MARTHA
WENZEL // CEO

E-TERRY



COMPANY E-TERRY GmbH	TEAM <ul style="list-style-type: none"> ▶ Martha Wenzel // CEO ▶ Fabian Hiroharu Katayama // COO ▶ Dr. Marc Hänel // CTO 	DATE OF INCORPORATION 04/2022
WEBSITE www.e-terry.com	SECTOR agritech // robotics // AI	CONTACT e martha.wenzel@e-terry.de

STAGE Seed	WANTED Strategic partners in R&D, distribution of agricultural machinery, robotics or AI experts, and agricultural market experts in Japan. We seek pilot clients, particularly organic farms specializing in high-value crops, as well as investors for our €3 million seed round.
CURRENT TARGET RAISE JPY 490.000.000	

PRODUCT/SERVICE
E-TERRY OFFERS AN INNOVATIVE, MODULAR FIELD ROBOT that automates labor-intensive tasks for organic as well as conventional farmers, helping to reduce costs and reliance on labor. Our flagship product, a lightweight and adaptable autonomous equipment carrier, is designed to perform various agricultural tasks such as weeding, seeding, and monitoring of crops. It supports sustainable farming practices by minimizing soil compaction, enabling precision farming and a data-driven field management. The robot can be offered as a service per hectare and can also be purchased directly.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

E-TERRY's patented robot offers a unique competitive edge with its adaptive track width and height, making it the only robot suited for any field. Powered by AI, MLOps, and computer vision, it enables precise weeding and monitoring and other essential field processes.

PERFORMANCE & TRACTION

E-TERRY has successfully completed field trials, validating its autonomation capabilities across diverse crops. With pilot projects underway on farms covering over 600 hectares, it has attracted partnerships with major agricultural service providers and secured multiple awards for innovation.



JENS
VARNSKUEHLER
// CEO



 seedalive®

COMPANY seedalive GmbH	SECTOR Agriculture // Biotech // AI	DATE OF INCORPORATION 08/2021
SPEAKER Jens Varnskuehler // CEO	WEBSITE https://seedalive.de	CONTACT e jv@seedalive.de

STAGE Seed	CURRENT TARGET RAISE JPY 242.193.750,00	WANTED Strategic Investors, Partners for production, marketing, sales, 1st level support
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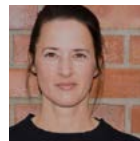
PRODUCT/SERVICE
SEED VIABILITY RAPID TEST KITS for seed quality control & malting barley quality control

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

- Dynamic bioassay offered as a test kit, saving 99% time and 99% energy. Easily automatable by pipetting robots.
- Testkits available for grains, oilseeds, legumes and selected vegetables.
- Special evaluation available for malting barley germination energy and water sensitivity.
- Disruptive technology with 2 patents granted. No direct competition.

PERFORMANCE & TRACTION

- 2 German patents granted.
- Brand registered in Germany and Europe.
- 1 patent registered with PCT for worldwide protection.
- Paying customers in Europe with reoccurring revenue.
- 21 POC-projects running for new crops.
- Development pipeline with new crops (e.g. further vegetable varieties).



DENIZ
FICICIOGLU
// CEO &
CO-FOUNDER



BettaFish

COMPANY wunderfish GmbH	SECTOR Food // Food Tech	WEBSITE https://bettafish.co
SPEAKER Deniz Ficicioglu // CEO & Co-founder	DATE OF INCORP. 8/2020	CONTACT e deniz@be1afish.co

STAGE Seed, Pre-Series A	WANTED Looking for investors from Japan and customers for our B2B clean label ingredients made from seaweed to accelerate our market entry in 2025.
CURRENT TARGET RAISE ---	

PRODUCT/SERVICE
WE PRODUCE SCALABLE PLANT-BASED SEAFOOD ALTERNATIVES and unique seaweed ingredients for the food industry. Our seaweed-based products, such as TU-NAH, mimic seafood in taste and texture. We also develop proprietary seaweed ingredients that enhance the flavor, nutrition, and functionality of various foods, while promoting ocean health and sustainability.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

We are pioneers in seaweed-based food innovation, utilizing proprietary processes to create nutrient-rich ingredients for the broad food industry.

We also have a patent pending for our processing technology.

PERFORMANCE & TRACTION

The launch of TU-NAH marks the largest alternative seafood launch in Europe, now sold in 1,700+ stores across DACH. Over 70,000 meals have been served via partners like Deutsche Bahn and Pizza Hut, and we've raised over €5M in venture capital.



EF
EFPOLYMER



KUNIHIRO
SHIMOJI // COO



COMPANY

EF Polymer K.K.

TEAM

- ▶ Narayan Lal Gurjar // Founder & CEO
- ▶ Kunihiro Shimoji // COO

SECTOR

Agriculture

DATE OF INCORPORATION

02/2020

WEBSITE

<https://efpolymer.com>

CONTACT

✉ kunihiro.shimoji@efpolymer.com

STAGE

Series A (planning to complete series B next spring)

CURRENT TARGET RAISE

JPY 2-2.5 billion

WANTED EF Polymer plans to raise a Series B funding round next spring to accelerate product development for agricultural materials and advance R&D in daily necessities and cosmetics. We aim to expand our reach in overseas markets, with a focus on the U.S. and Europe. We seek both domestic and international investors and partners to help promote and scale our solutions in these strategic regions.

PRODUCT/SERVICE

EF POLYMER IS A PIONEERING DEEP-TECH STARTUP focused on creating 100% organic super absorbent polymers (SAP) derived from orange peels. Our product is designed to significantly benefit farmers and reduce production costs, particularly in water and fertilizer usage, while boosting crop yields. Beyond agriculture, we are expanding the impact across industries to integrate our organic SAPs into a range of products, including ice packs and cosmetics.

CORE CAPABILITIES
TECHNOLOGY & COMPETITIVE EDGE

EF Polymer creates fully organic, biodegradable super-absorbent polymers from natural residues like orange peels, which makes us unique among competitors. Our product saves up to 40% water and 20% fertilizer in soil, boosting crop yields sustainably. Used across India, Japan, the US, and France, we're expanding global access to eco-friendly agriculture.

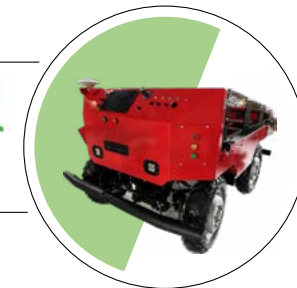
PERFORMANCE & TRACTION

EF Polymer has delivered over 300 tons of product across four countries: India, Japan, the United States, and France. Additionally, we have conducted pilot testing in more than 20 countries, demonstrating our commitment to scaling sustainable solutions globally.



TAMIR BLUM
// CEO

輝翠



COMPANY

Kisui Tech

SPEAKER

Tamir Blum PhD // CEO

SECTOR

Farming AI Robotics

DATE OF INCORP.

01/2021

WEBSITE

<https://kisui.ai/>

CONTACT

m +81 80 3322 7337

STAGE

Seed - Pre A

CURRENT TARGET RAISE

JPY 100-150億/ USD 8-12M

WANTED We are looking to raise our next round from investors in Japan and abroad. Our goal is to allocate 25% to R&D, 25% to domestic sales and partnerships efforts, 25% for working capital (production of robots), and 25% for overseas PoCs.

PRODUCT/SERVICE

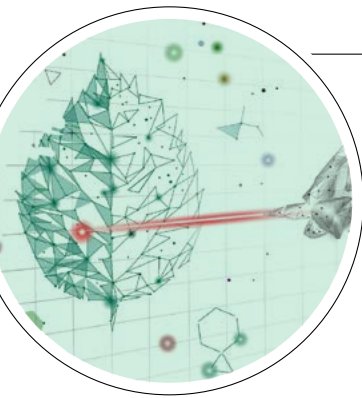
KISUI IS AN AI ROBOTICS COMPANY DEVELOPING ADAM, AN AUTONOMOUS AND ELECTRIC AGRI ROBOT. ADAM can be used for autonomous transportation and can withstand very harsh conditions such as steep and bumpy terrain. We can also add attachments to the ADAM such as grass cutting and pesticide spraying, to make the farming work more integrated, autonomous, and simple. In addition, we offer a robot as a service (RaaS) platform called Newton, which, based on data extracted from the robot, delivers the farmer statistics about his farm operations, and can ultimately assist the farmer in his/her farm management, via any tablet, laptop or smartphone.

CORE CAPABILITIES
TECHNOLOGY & COMP. EDGE

Our Technology & Competitive Edge: affordable strong, durable, autonomous, harsh terrain capable, and a multi-purpose robot Adam can carry heavy loads, and operate autonomously reducing the farmer's reliance on physical labor. The attachment enables the farmers to reduce the number of machines they need to acquire and maintain, as well as reduce the number of operators hired.

PERFORMANCE & TRACTION

- ▶ We have had PoCs in 11 prefectures in Japan, secured 3 paying customers and more than 50 LOIs from farmers across Japan in the orchard vertical: Apples, Pears, Persimmon, Oranges etc.
- ▶ We are in close ties with Japanese JA in several prefectures. We have an MOU with a leading farming machinery manufacturer in Japan.
- ▶ In terms of global expansion, we also have traction in Thailand with a potential customer and several partners for a possible expansion there, as well as an MOU with a farming machinery distributor in Spain.



NORIO KIKUCHI
//PRESIDENT,
CEO & CTO



COMPANY

Quantum Flowers & Foods Co., Ltd.(QFF)

SPEAKER

➤ Norio Kikuchi // President, CEO & CTO

SECTOR

- Development & licensing of quantum agriculture
- Neutron beam breeding
- Quantum biotechnology
- Intellectual property management

DATE OF INCORPORATION

07/2018

WEBSITE

<https://qff.jp/en/>

CONTACT

✉ shunsuke.naito@qff.jp

STAGE

early stage (series A)

WANTED

We are planning to raise 200 million yen in 2026 for our next round, and we are looking for potential investors for that, as well as seed companies and bio-related companies with their own useful microorganisms that want to implement breeding in Europe, and we want to network with associations and institutions connected to those companies.

CURRENT TARGET RAISE

JPY 600.000.000

PRODUCT/SERVICE

WE ARE THE ONLY COMPANY IN THE WORLD that has put neutron beams, a type of radiation breeding for plants and microorganisms, to practical use as a breeding service in the private sector. Our technology is characterized by the ability to produce new strains 3-6 times faster than conventional techniques, and the ability to efficiently mutate diploid plants and microorganisms, which had been considered difficult to do so far.

CORE CAPABILITIES

TECHNOLOGY & COMPETITIVE EDGE

Our technology is patented in Japan and the U.S., and will soon be approved in Europe. Another major advantage is that radiation breeding itself is not regulated in the world and has been accepted by the public since the 1960s, making it much easier to commercialize than GMO or genome editing.

PERFORMANCE & TRACTION

We officially started offering our services in 2022 and have been working with 14 large companies, including Japanese and foreign companies, mainly in the food, seed, and biotech industries.

T E C H
B I Z
K O N 8



H A R V E
S T I N G
I N N O V
A T I O N

FURTHER
EXHIBITING
STARTUPS

The startups on the following pages are not pitching at the event, but are available for talks during networking times at their exhibiting table

Please refer to the B2Match page 9 to see how to meet online or follow this QR to register





AGRITECH //
SUSTAINABILITY // ROBOTICS

AI-Weeder GmbH
www.ai-weeder.com

Katharina Neugebauer // CEO
katharina.neugebauer@ai-weeder.com

AI-Weeder offers an Edge-AI robotic solution for chemical-free lawn weed removal, easily to be added to conventional robotic mowers. Chemical weed killers pollute water and soil and disturb biodiversity. Consumers prefer environmentally friendly products, legislators intend to ban chemical weed killers. Their technology can be used in domestic & public gardens or sports fields (soccer, golf, hotels & resorts).



PET FOODTECH //
BIOTECH // SUSTAINABILITY

BioCraft Pet Nutrition GmbH
www.biocraftpet.com

Shannon Falconer // CEO
shannon@biocraftpet.com

BCPN is a B2B biotech company creating cultivated meat slurry for pet food. This product is a combination of cell biomass and essential nutrients, optimized for cats and dogs, at a fraction of the cost of standard cultivated meat. In addition to being more environmentally sustainable than traditional meat, cultivated meat is free from common contaminants in conventional meat, including bacterial pathogens.

Germany has 45 cities in the top 1000 and has a vibrant startup scene that ranks 7th within the competitive global top 10

startupblink.com



AGRITECH // SUSTAINABILITY
// SOIL SOLUTIONS

CYNiO Riedel, Baumhardt & Tille GbR
https://cynio.net

Michèle Tille // CEO & Co-Founder
michele@cynio.net

CYNiO produces special raw materials (isocyanates) for the chemical industry using a new, more sustainable process. Thanks to the innovative process, the startup can offer a greater variety of these chemicals compared to existing companies and produce and sell them even in small quantities for e.g. R&D economically.



FOODTECH // ALTERNATIVE FOODS
// SUSTAINABILITY

Freundeskreis GmbH
www.freundes-kreis.at

Leonhard Sulzmann // CEO
leo@freundes-kreis.at

Freundeskreis has developed the first plant-based cheese alternative made from apricot kernels. They have reinterpretend traditional cheese production to turn stone fruit kernels (apricots, plums, peaches or cherries) into cheese alternatives and tofu. The products offer a clean label, excellent nutritional values and creamy texture. The first recipe is a camembert alternative; plant-based curd, cream- & cottagecheese and swiss-type cheese are in development.

Austrian startup scene: Dynamic growth and international expansion

ABA Invest Work Film



FOODTECH // ALTERNATIVE FOODS
// SUSTAINABILITY // R&D

Formo Bio GmbH
https://eatformo.com

Philipp Derichs // Chief of Staff
philipp@formo.bio

Formo is a German company domesticating microorganisms (instead of mammals) for sustainable food production through a process called precision fermentation. We produce superior proteins and manufacture animal-free dairy indistinguishable from conventional products, being the only company selling bio-based food products in Europe today.



FOODTECH // ALTERNATIVE FOODS
// SUSTAINABILITY // R&D

Mushlabs GmbH
www.infiniteroots.com

Henrike Schwickert // Business Dvlpmt. Lead
henrike@infiniteroots.com

Infinite Roots is a biotech company harnessing the power of mycelium, the roots-like structure of mushrooms, to craft delicious, healthy, and sustainable food products. We use cutting-edge fermentation technology to cultivate mycelium in a highly sustainable process as the basis for the next generation of foods.



**FOODTECH // SUSTAINABILITY
// GREEN TECHNOLOGY**

cuoncorp
<https://myecomonosashi.com/en>

Nozomi Ijichi // Head o. Global Bsns. Dvlpmt.
nozomi_ijichi@cuoncrop.com

cuoncrop is offering "My-Eco-Ruler" which shows the environmental value on product for not just GHG, showing diverse food eco-indicators. Sustainability is about creating value, not imposing restrictions.



**AGRITECH // SUSTAINABILITY
// SOIL SOLUTIONS**

endophyte Inc.
<https://endo-phyte.com/en>

Toshiki Kazaoka // President
toshiki.kazaoka@endo-phyte.com

endophyte Inc. aims to achieve high-value greening in various environments using its large-scale library of the soil microorganism "DSE" and is working to build an ecosystem for co-creating new green business initiatives in collaboration with companies and local governments.



**AGRITECH // SUSTAINABILITY
// GREEN TECHNOLOGY**

Logomix
<https://logomix.bio>

Kentaro Yanashima // VP, Hd. of Synthetic Biol.
bd@logomix.bio

Logomix's technology is like 3D printing of DNA. By this, it develops artificial cells from microbe to human cells, based on its pioneering genome engineering platform, Geno-Writing™. Logomix believes biology can offer sustainable processes in manufacturing. E.g., Logomix is developing microorganisms with its partner companies to produce raw materials while fixing carbon dioxide from the atmosphere.



**AGRITECH // SUSTAINABILITY
// GREEN TECHNOLOGY**

WAKU Inc.
<https://wakuwakudriven.com>

Hiroki Katanoda // Co-Founder & COO
hiroki.katanoda@wakuwakudriven.com

WAKU is a company dedicated to developing biostimulants containing oxidized glutathione, which improves the CO2 fixation function of plants. By leveraging glutathione, we aim to mitigate agriculture's environmental footprint while boosting food production.



**FOODTECH // BIOTECH
// SUSTAINABILITY**

Fermentation Co., Ltd.
<https://fermenstation.co.jp/en>

Lina Sakai // Founder & CEO
lina@fermenstation.jp

A biotech startup that creates natural ingredients that improve the sensory experience, health, and nutrition for the food and beverage industries through our proprietary fermentation technology. We convert food waste to regenerative novel ingredients without making further waste and realize a circular ecosystem.



**AGRITECH // SUSTAINABILITY
// ALTERNATIVE FOODS**

floatmeal
www.floatmeal.jp.com

Moana Kitamura // Co-founder & CEO
floatmealjp@gmail.com

Floatmeal is developing sustainable mass production technology for Wolffia, a type of duckweed and the fastest-growing, high-protein aquatic plant, to address food security and mitigate climate change.

Japan's food self-sufficiency is 38%, requiring innovation to hit 45% by 2030

EU-Japan Centre

European startups represent more than 50% (...) in the FoodTech 500 rankings

forwardfooding.com



FOODTECH // FOOD INNOVATION // SPACE FOOD

Super Garden
www.super-garden.com

Laura Kaziukoniene // Founder & CEO
eshop@supergarden.lt

Producer of freeze-dried food, innovative snacks, and ice cream that doesn't melt. Space food creator.

HISTORY

Since 2017, TechBIZKON successfully connects startups, corporates and investors. Find out more on www.techbizkon.com/past-editions.html

A G R I
T E C H
F O O D
T E C H

2017 THE BEGINNING

Our mission was to link the startup ecosystem from Europe with the growing scene in Tokyo/Japan



2018 ARTIFICIAL INTELLIGENCE

We realized that artificial intelligence would become a domineering keyword for years to come, so the TechBIZKON 2018 showcased 11 startups in the AI space.



2019 DIGITAL HEALTH

Nobody knew how timely the topic for the TechBIZKON 2019 was chosen. The third edition of the TechBIZKON took place in December 2019 just before the world faced the Covid-19 crisis.



2020 CONNECTED INDUSTRIES

It was our most by the pandemic affected event – the reason we applied robotics. Telerobots gave startup reps from abroad a way to participate in the networking.



2021 GREENTECH

This edition focused on THE topic of our time - greentech, sustainability and saving the planet for our children and generations to come. All sessions were hybrid, streamed live via the b2match site, and pre-vent online matchings were introduced.

HISTORY

www.techbizkon.com/past-editions.html



December 4th, 2024
3.30 pm to 9 pm (doors open: 3 pm)
Tokyo Innovation Base // SusHi Tech
Square // Chiyoda Ku // & online

TechBIZKON VIII
Connecting
Startups,
Corporates & VCs

A G R I
T E C H
F O O D
T E C H

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E japan@fitagency.com

GERMANY



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CO-ORGANIZERS



GERMAN CENTER F. RESEARCH AND INNOVATION (DWIH)
www.dwih-tokyo.org



EU-JAPAN CENTRE FOR INDUSTRIAL COOPERATION
www.eu-japan.eu



AgVenture Lab

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<https://agventurelab.or.jp>

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www.knowledge.maff.go.jp



www.jfmma.or.jp



www.jsai.or.jp

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